



FASHION INTERNATIONAL

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NORTHERN EXPOSURE

NAFFEM FALL 2002

This season, we had the pleasure of attending NAFFEM (North American Fur & Fashion Exposition) in Montreal. NAFFEM is Canada's largest fashion industry show and, even in the midst of a late April snowstorm, traffic at the booths was heavy with buyers and press from across Canada, the United States, Europe and the Far East. The show, celebrating its 20th anniversary, has expanded with an even greater volume of furriers and luxury outerwear manufac-

turers participating. According to Alan Herscovici, executive vice-president of the Fur Council of Canada: "The NAFFEM 2002 edition marks a milestone. The show's twenty years in business is proof that the luxury outerwear market is a dynamic component of the North American fashion industry." What started out originally as a Canadian fur show, NAFFEM's president, Betty Balaila, adds: "has become the most important luxury outerwear

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FROM NIGHT TO DAY

I made a return visit to the Intimate Apparel Salon to get a first look at fall trends. In our opinion this trade show has become de rigueur for the upscale specialty boutique looking for that interesting resource. We noticed a heavy emphasis on European and Canadian lines, plus a wealth of newcomers to this show. Moving beyond sleepwear, the Intimate Apparel Salon is a must for retailers looking for terrific swimwear collections, sexy intimate apparel and hosiery, as well as fun slip-

pers and "sportswear" items.

At QUEEN ANNE'S LACE (Eileen West Couture), we fell in love with the pink silk habutai and netting group, particularly the delicious bias double-layered gown with ruche neckline and an embroidered net puff sleeve top. Young and pretty was West's variegated embroidered lawn and voile set, while the black silk velvet lounge separates with lace trim were very chic. The mood at PRINCESSE TAM TAM ran the gamut from

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M. MILLER

marketplace in North America." We would certainly have to agree with Ms. Balaila, as the vast selection of luxury leathers, sportswear, shearlings, high-end outerwear and accessories more than held their own amongst the gorgeous furs. For this reporter, NAFFEM proved to be a real eye-opener in terms of fashion, value, and variety as well as a must for any savvy retailer.

Before making the rounds of the various booths, we decided to review the formal runway presentation. There were some dazzling fashions that paraded down the runway to thunderous applause and the pop of flashbulbs. At BEDOYA & SLY, it was a chic belted 3/4 shearling coat with lush shawl collar. DERO ENTERPRISES INC. offered sophisticated glazed leather coats for the jet set customer. Milan-based GRINVEST SRL showed unique scarves, ponchos and shawls fashioned in knitted fur and embellished with either fringe or flower embroidery details.

KOKINO struck a retro '30s mood with a group of long, lean wool coats trimmed with luxe fur collars and cuffs. Designer Han Feng delivered a folkloric theme in her collection for LEGAR. A standout was her shearling coat with glittery ethnic embroidery accenting the front. Other stunners included the trapunto-trimmed shearlings. Chic savage was the mood at ROSAMORI: urban warriors would love their belted leather coats and toppers with ragged edges in tan or buff.

This fabulous cross-section of apparel seen on the runway for women, men and even children served as a great teaser for this reporter, whose next step was to get a closer look at the collections.

While we certainly did see a profusion of magnificent furs, we can unequivocally state that NAFFEM truly has much to offer

LYN LEATHER



the retailer looking for unique RTW and accessories in all price points and categories, from hip contemporary to classic and fashion forward. SUED MOD showed some of the most interesting designs for the trendy customer. We loved the sleek leather hipster pants in rich caramel paired with soft rust colored crop sweater. The shearling maxi coats with distressed denim appearance, and sleek chambray colored glazed leathers and suedes also looked fresh. Outstanding – the group of newspaper photo print suede separates and the zip-front leather jacket for the man about town to wear with Sued Mod's tonal animal print shirt and rust

leather jeans. Also on a fashion forward wavelength is RENDEZ-VOUS NY. Their "denim" look leathers were both sporty and chic — perfect for the contemporary customer.

LYN LEATHER hit all the season's top trends. We saw a stunning tooled leather single-breasted topcoat, and perforated suede and leather outerwear pieces. Lyn's take on the Western look consisted of a chic honey colored, shaped jacket with whipstitching and toggle button closure. Casual suede shirts make the grade from city to country and

INTO "REALITY"

A Last Look At Fall/Winter 2002 RTW Collections

It should be a good season for retailers. Much of the spectacle of the runways was gone, as were the ostentatious looks of the past seasons when the economy was in a boom period. Presentations were toned down, with far fewer celebrities and hangers-on in the audience, and the atmosphere at the tents was muted. "On the bright side," says Dean Allen Taylor, the American Couture Buyer for Saks Fifth Avenue, "what we've been seeing is that designers are more in tune with what women are looking for. Fall was safe for a reason, and it benefits the retailer when product is shown on the runway that is actually available in the store." But what is the customer looking for? Joan Kaner, vice-president / fashion director of Neiman Marcus, says that her customer is not looking for novelty items. Instead, she is interested in beautiful pieces such as the "angel blouses" reminiscent of those from the '60s. The return of the blouse is additional good news for retailers. Pat Tunsky, one of the three creative directors at the Doneger Group, predicts that this is just the beginning of the comeback of the blouse business. "Pretty is an issue this spring at retail and the whole Romantic Movement will continue to be important."

Although "pretty" was certainly in evidence at shows like Oscar de la Renta, it was largely overshadowed by the "real" look. Basic black dominated many of

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OSCAR DE LA RENTA

come in a host of rich colors. There are also terrific black and white leather sportswear pieces, such as a belted crop jacket and slim cut jeans. The suedes are light, super soft and have a high-tech protective finish that stops shedding and makes the garments water resistant — ideal for the bone floral printed suede crop jacket and solid burgundy suede slim skirt.

Boston based M.MILLER offered a luxurious outerwear collection consisting of updated classics with a definite twist. Standouts included the folkloric embroidery accented "Alpine Classic" range of insulated Microtech quilted vests, and parkas with Ultrasuede accents and detachable fur trims. The "Ice Lab" group played up a cool color story of pale raspberry, apple, champagne, and chambray. We loved the shaped zip-front jacket with "sno logo" embroidery and dyed to match Rex rabbit collar — gorgeous on or off the ski slopes. Rex rabbit also turns up in a versatile shaped zip-front vest in the same icy pale tints. There were also trendy fringe detailed sportswear pieces and Euro chic inspired hound's-tooth jodhpur and boot cut pants under coordinating jackets in shades of brown with Ultrasuede trim.

PASHA & JO was a fabulous leather resource. Particularly handsome was a short, belted leather trench in chocolate with ivory topstitching. Also smart, a honey colored slim leather coat with seamed set-in waist and bellhop collar. A great item was the zip-front fencer's jacket in charcoal denim, reversible to bright red leather. RAMOSPORT PARIS offered feather light nylon/polyester puffy coats in unusual shades of deep plum and copper. We also noted a cute take on the pea coat. Ramosport's version came in black wool with silver zippered pockets and removable fur collar. MWG APPAREL showed clothing

inspired by Canada's northern wilderness and traditional aboriginal culture that reflects their proud heritage. That said, there was a lot of style packed into this collection. We marveled over the computerized beadwork effect used on men's shirts, parkas and jackets. Truly chic and unisex was a "deer look" lace-front pullover with this bead motif.

Trend setting designer CYNTHIA ROWLEY premiered her fur and shearling collection at NAFFEM. True to her fashion roots were adorable shearling coats with folkloric Pennsylvania Dutch appliqués and a ladylike bow-tied coat in blue. There were wonderful minks on offer too: an off-white or black sheared mink; an elegant leather tie-front jacket with curved hem, and a cute '60s inspired double-breasted sheared mink coat in light blue with a white mink border and leather buttons. MINK MART also treated fur as just another albeit luxurious fabric. Outstanding was the not so basic sable pullover, the knitted Rex rabbit and beaver jackets, a pale pink (soft as velvet) cardigan in beaver, and a grooved mink coat in camel with patch pockets and clamp closures — the ultimate in offhand chic.

CREATIONS JEZ showed a comprehensive leather and shearling collection. There was a striking red burnished lamb "suit". The double-breasted, belted jacket offered a fresh take on the biker look. This topped a short slim skirt but it could easily work on its own. Other winners included the jean cut pants and hip skimming jacket, and a sexy cowl draped halter top and hipster pants in bone suede. On the cutting edge were the designs by ANTONIO PROIETTI INTERNATIONAL by FRET DESIGN. Tops in terms of fashion styling was his slouchy bone colored, raglan sleeved heavy gauge knit sweater with collar, cuffs and kangaroo pocket in rabbit; and the cute fox vest with knit waist and collar. Definitely aimed at the

contemporary customer were the fashion forward knits by PINKY. The '70s inspired rich hippie patchwork effect maxi coat in black/camel/red was a knockout — very Balenciaga. Another winner was a coat on a checkerboard pattern with shaggy knit trim in brown/camel.

Accessories didn't take a back seat at NAFFEM. We coveted M.GELLER's nappa shearling trooper hats and fabulous red suede "Mountie" hat. GIOVINE DONATO also showed terrific headwear; especially the beaver felt cloche with Persian lamb crown and the cute soft knit bucket. They also had great casual fur bags with suede shoulder straps. MITCHIE'S MATCHING had a full line of accessories, beginning with soft supple kid gloves with tassels, belt buckles and other gilt hardware detailing. One pair of gloves even had a built in change purse — adorable. Hats were equally attractive: the "trapper John" look was updated in a gilded leather and fur; and in bright fuchsia, there was a snake-skin cap with dyed to match fox band. More casual were the group of textured melange wool scarves with coordinating multicolored hats featuring ball yarn accents.

Children weren't forgotten either. One of the most charming lines was FUR KIDS CREATIONS INC. For little boys, there were shearling anoraks with kangaroo pockets, antiqued leather blousons and pants, and an adorable pale blue hooded shearling jacket with camel suede x-shaped stitching. For girls there were darling shearling toppers with metal fasteners, rabbit trimmed suede skirts, and polar fleece hoodies with recycled fox trim in contrasting colors. For the future fashion plate, a short hibiscus colored rabbit coat featured horizontal strips of dyed coyote (also on collar and wristband), and removable sleeves.

the runways, notably at **Calvin Klein, Balenciaga, and Helmut Lang**. Brown was well received and looked right at **Marc Jacobs** and **Michael Kors**. The rest of the fall color palette was also basic: white, camel, gray, taupe, soft pastels and burgundy. What saved black from being boring, was "intermix of fabrications" notes Pat Tunsky. Texture was another major story. Joan Kaner noticed omnipresent leathers and suedes, as well as furs: "Fur is strong and selling," she advised. "There's interest in novelty furs like pony and kangaroo."

Details, now more than ever, were particularly significant. Raw edging gave a grunge feeling to the dresses **Marc Jacobs** showed and is a significant trend going forward reports Emmanuelle Linard, head of Edelkoort Inc.'s NY office, a "futurist trend forecasting service" that publishes *Trend Union, In View, View on Color* and many other forecasting periodicals.

The Collections

Marc Jacobs — *The grunge spirit almost 10 years later.*

As always, Mr. Jacobs hit on a fistful of trends. This season, he touched on the use of white, brown and distressed fabrics. There was definitely a whiff of the "grunge" look he created when at Perry Ellis in the '90s, but it was tempered with pretty fabrics that were vintage circa 1920's. He showed an amusing Sgt. Pepper military jacket in gray with epaulettes, gold buttons and all the trimmings. He did away with any preciousness by choosing to shod the models in sensible boots that helped to weigh down some of the fragile satin and silk clothes. He further grounded these floaty fabrics by pairing them with sensible tweeds. The collection was filled with unlikely fabric and textural combinations that in Mr. Jacobs' hands looked



MARC JACOBS

just right. We loved the combination of a striped silk shirt, cashmere vest and metal lace skirt topped with a terrific cotton trench coat. For evening, the hands-down winner is the slate and platinum bias-cut long silk dress with raw edges worn with a loose long sleeve tee and silk scarf.

Rick Owens — *Flowing designs to cocoon in.*

This LA based designer did his premiere show in New York this season. A gloomy old theatre provided the ideal backdrop for a presentation of somber toned clothes that were mostly in shades

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flirty French daywear pieces, in floral printed pastel microfiber and Lycra tulle, to sporty sleep cum play separates of sanded twill in plaids and stripes. The knit interlock group and the stone washed French terry pieces blur the borders between sleepwear/sportswear categories even further.

Simply adorable was ROCKETWEAR's whimsical sleepwear/loungewear collection in printed (exclusive to them) cotton knit and broadcloth. Best of the best – the two-piece shortie pajama in a "sexy cats" print, and the "Happy Howlidays" dog print range detailed with dog bone buttons. A portion of their sales goes to Camp Heartland, a national non-profit organization that provides camping and care programs for kids impacted by HIV/AIDS. In ANNE LEWIN's beautiful collection of robes and loungewear, the fabrics caught our eye. For cold winter nights there are cozy double-brushed comfort fleece loungers in heather shades of gray, camel and indigo. Also delicious is Lewin's "Framed Flowers" range in printed cashmere fleece or solid cashmere knit. Truly fabulous were the pale lime or pink velour items, especially her banded bath wrap and long wrap robe.

There's something for everyone at CRABTREE & EVELYN. Standouts include a cuddly soft bed jacket in double-faced blanket fleece from the "Lavender Dream" collection; the 3/4 sleeve sanded interlock gown with art nouveau embroidery motif; and in berry plaid flannel from the "Tartan" range, the cheery pajama with knit tee and plaid bottoms plus matching "napsack". Dog lovers will covet the adorable big shirt and hostess apron from the "Scotty" group in a black on gray colorway. At LOLAC & CO. there are some lovely daywear pieces in delicate silk chiffon prints trimmed with French ribbon, sexy mesh pieces with laser burnout hem, and Shirred nylon net cami-

soles and tap pants. The crinkle silk chiffon group with contrast lace and embroidery comes in an unexpected shade of vivid pink with orange lace or cherry with pink lace. Too pretty to keep hidden — a silk/Lycra peasant top in black/camel with dotted mesh sleeves and Chantilly lace trim and Lola's lace-front taupe polyester camisole with black flocked bows.

Simple classic sleepwear and robes in sizes that range up to 2x get a fresh update at BEDHEAD. We loved the sleeveless top over Capri pants and the tailored nightshirt offered in blue, green, black, red and pink toile prints. The cozy wrap robe is available in bright solids, plaids and paisley



CRABTREE & EVELYN

printed flannels. CLAIRE PETTIBONE offers charming romantic daywear and sleepwear in her "Shakespeare in Love" collection. Stretch Leavers lace and delicate Chantilly lace combine in her camisole and tap shorts that are trimmed with French ribbon flowers. There's also a pretty cropped camisole and thong in stretch lace embellished with Venetian lace appliqués. Lovely enough to dance the night away in is Pettibone's scalloped hem gown in ivory embroidered tulle, trimmed with hand dyed flowers.

of gray and taupe. The collection had an appealing futuristic look to it that was calming rather than alarming. There were no pointy shoulders, perforated leather looks or black and purple, like Thierry Mugler did when he did his futuristic collections in the '80s. Most interesting was Mr. Owens' use of draping and unusual touches, such as hoods that extend from the back of the garment giving a cocoon-like appearance to tops and long, clingy dresses. The back of the garment was another point of interest. There were intricate pleating and fishtail treatments in many, if not all, of the soft gowns he showed. For day, there were baggy corduroys that worked well with his distressed leather jackets or fuzzy cashmere sweater-coats.

Michael Kors — Park Avenue "real" toned down, but with an edge

Mr. Kors' shows are always entertaining — there's always a theme, always a fantasy. In the past, there was "Palm Bitch" and "Road Trip on Route 66". This time, Aspen was the setting for Mr. Kors' fantasy. Colors were toned down, with plenty of brown, taupe, gray and some white rather than the fire engine red and orange he showed not so long ago. Mr. Kors definitely designs for his customer, but always squeezes in some of the trends without compromising himself. There were the suede, scrunched boots that Pat Tunsky identified as a major accessories trend. There were fur trimmings and fur-lined coats which Ms. Tunsky and Ms. Linnard both cited as important this season. Day dressing has always been a Kors forte. For fall, he got a little tough: there were brown leather vests worn with nothing but jeans and a great longish coyote fur vest worn with fitted bootleg pants. A standout in his casual wear was the cream hip length

coat with three brown leather self-belts starting at the bust and going down to the hem. He, of course, showed some ladylike day clothes, such as a collarless, roomy double-faced coat/jacket over a mini skirt with great fireman buckle closures. Camel's always a favorite at Kors. This season, he moved forward into browns, spun off from the camel shades. He also toned-down for evening, showing some adorable baby doll dresses with pin tucked collars worn with big Russian style fur hats (sure to keep his ladies warm for an evening at the lodge).

Oscar de la Renta — A feast of color and ornamentation.

Oscar de la Renta drew raves from the retailers this season. I spoke with Dean Allen Taylor, the American Couture Designer Buyer for Saks Fifth Avenue. Mr. Taylor walked out of the show feeling that his clientele would endorse and buy this collection. "The collection has a newness to it that we loved," he enthused. Mr. Taylor applauded Oscar for creating a consistent line over the years that focuses strongly on the use of luxury fabric and wonderful attention to detail. "His collection is always collectible — giving our clientele a reason to buy every season," explained Mr. Taylor. "This season, Saks' clients are seriously intrigued with Oscar's very strong fall/winter coat collection. There's a balance to his embroidery and use of color that is very skilled." There were many examples of his skill in this collection. Mr. de la Renta hit on the military trend in a subtle fashion and showed a wonderful cavalry jacket that had just enough of the military flavor to it. Another standout with both press and retailers was the sweeping long coat with a broad belt and detailed embroidery on the Peter Pan collar, cuffs and placket. There were plenty of things to wear underneath those exotic coats, like poet-sleeve blouses over smartly tailored pants and

skirts. Oscar kept things spicy with some terrific coin belts and wonderful horn buttons.

Helmut Lang — A vision to the future.

"Mr. Lang is always very much in advance (of other designers)," remarks Emmanuelle Linnard. For fall, he showed some distressed garments and cut pieces out of muted metallics, both of which Edelkoort feels are strong trends going forward into spring 2003. There were black suits and jersey pieces galore, as well as some in optic white. Mr. Lang thought of everything: the show moved at a fast-forward pace and took place in a raw and cold warehouse downtown. Fortunately, he provided silver foil blankets (the same NASA astronauts use) for the audience to cover themselves up. He reworked his lean jackets this season, giving them a more defined, feminine waist while keeping to his signature streamlined silhouette. Although many designers showed full pants with high waists, Mr. Lang prefers a skinny pant for fall. He jazzed things up with some funky distressed black and white fisherman sweaters with a Flintstones/Bedrock feeling. The simple hair and makeup matched the sinewy clothes. The look was "no makeup makeup" and hair was straight but not elaborately straightened as in past seasons.

Next Season

Looking to the future, Ms. Tunsky predicts that excitement will come from the fabrics. Expect a great deal of embellishment, such as lace and beading as tracery over prints. The fall 2002 folk look that appeared at Bill Blass, Oscar de la Renta, Anna Sui, and Jill Stuart will keep going, as will the blouse trend that is just beginning to gain momentum. Navy blue, an evolution of the dark denim that has been so prevalent, will continue as well.

INTERNATIONAL DATELINE

JUNE 17-19 NEW YORK
DMD NEW YORK
(Marketing Conference & Expo)

JUNE 18-21 NOVO HAMBURG,
BRAZIL
FENAE ESNJO COUROMODA
(Footwear, Leather Garments)

JUNE 20-23 FLORENCE
PITTI IMMAGINE UOMO
(Men's RTW)

JUNE 20-24 ATLANTA
WOMEN'S & CHILDREN'S
MARKET

JUNE 22-25 DALLAS
INT'L GIFT & HOME
ACCESSORIES SHOW

JUNE 24-28 MILAN
COLLEZIONI UOMO
(Men's Spring Runway Shows)

JUNE 28-30 FLORENCE
PITTI IMMAGINE BIMBO
(Children's)

JUNE 28-JULY 1 MILAN
SPOSITALIA (Bridal)

JUNE 29-JULY 2 PARIS
MEN'S SPRING RUNWAY
SHOWS

JUNE 29-JULY 2 PARIS
CASABO
(Multi-Sector Lifestyle: Men's,
Accessories, etc.)

JUNE 29-JULY 2 PARIS
TRANOI HOMME (Menswear)

JUNE 30-JULY 2 MIAMI
SHOE SHOW OF THE
AMERICAS

JULY 3-5 FLORENCE
PITTI IMMAGINE FILATI
(Yarns & Fibers)

JULY 5-7 PARIS
SALON PLANTE 0>16
(Special Edition w/Fabrics 2003)

JULY 5-7 COLOGNE
KIND & JUGEND
(Int'l Baby to Teenager)

JULY 8-11 PARIS
WOMEN'S COUTURE SHOWS
(Fall/Winter Collections)

JULY 8-11 HONG KONG
HONG KONG FASHION WEEK

JULY 12-14 COLOGNE
HERREN MODE WOCHE/
INTERJEANS
(Menswear)

JULY 12-15 ATLANTA
THE GIFT FAIR

JULY 14-16 BIRMINGHAM, UK
PREMIER KIDS

JULY 17-18 NEW YORK
I-TEXSTYLE
(Italian Fall/Winter 2003/04
Fabrics)

JULY 17-18 NEW YORK
EUROPEAN PREVIEW
(Fall/Winter 2003/04 Fabrics)

JULY 20-23 LOS ANGELES
CALIFORNIA GIFT SHOW

JULY 20-24 MIAMI
CRUISE 2003 SWIMWEAR
SHOW

JULY 21-22 NEW YORK
TO BE CONFIRMED
(Exhibition of Spring/Summer
Collections)

JULY 21-23 NEW YORK
THE COLLECTIVE
(Men's RTW, Shoes,
Accessories)

JULY 21-24 CHANTILLY, VA
WASHINGTON, D.C.
GIFT SHOW

JULY 22-24 NEW YORK
THE YARN FAIR INT'L
(Yarns/Fibers 2003/2004)

JULY 27-29 NEW YORK
FFANY COLLECTIONS
(Fashion Footwear)

JULY 28-30 ATLANTA
MEN'S MARKET

JULY 28-31 NEW YORK
JA NEW YORK SHOW
(Fine Jewelry & Watches)

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